

To Make America More Beautiful and Fruitful

AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

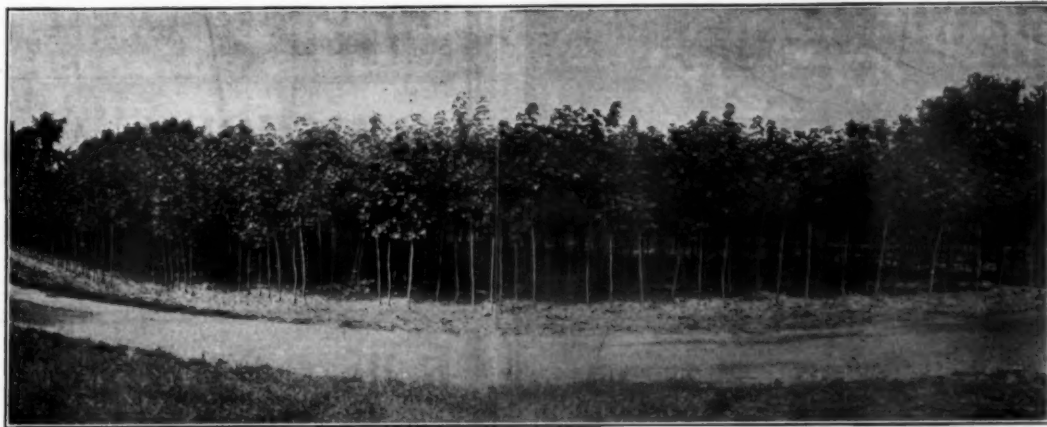
Chief Exponent of the American Nursery Trade

Vol. LII No. 5

SEPTEMBER 1, 1930

Per Copy 20c

PAINESVILLE NURSERIES



This fine block of NORWAY MAPLES (photographed 1929) is now on sale

Good salable Maples have been scarce recently, particularly Norways. We are proud of and recommend our own new, unbroken blocks, which are of truly large proportions; the trees as handsome, straight and thrifty as can be found anywhere.

NORWAY MAPLE

We can dig car-load orders (or less of course) for delivery Fall of '30, in 6/8—8/10—1½ to 1½—1½ to 1½—1½ to 2.

EUROPEAN SYCAMORE

Good sturdy trees in these grades:—6/8, 8/10, 1½-1½, 1½-1½, 1½-2, 2-2½.

GENERAL NURSERY STOCK

Our nursery fields never looked better—for selective variety, supply, and mid-summer condition. Roses are in bloom. Come and see us.

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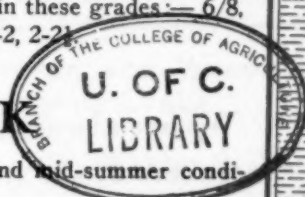
PAINESVILLE,

Lake
County

OHIO



1500
Acres



30 STATE ST.



ROCHESTER, N. Y.

American Fruits Publishing Co.

*"New York
State Grown"*



NURSERY STOCK
FRUITS
ORNAMENTALS
ROSES
EVERGREENS

*Send for
Price List*

W. & T. Smith Co.
Geneva, N.Y.
*Organized in 1846
1000 Acres
in 1928*

FALL-1930

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Northern Grown Nursery Stock

A few Specials in Carload lots

CHERRY—1 & 2 year

APPLE—2 & 3 year

PEACH—1 year

BARBERRY—12/18-18/24-2/3

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HONEYSUCKLE BUSH in variety—3/4-4/5-5/6

ELM AMERICAN—up to 2½ inches

ELM AMERICAN (Budded)—up to 2½ inches

ELM MOLINE—up to 2½ inches

These American Elm budded and Moline have been given extra space in the row and were transplanted four years ago. A fine select lot of trees perfectly straight.

NORWAY MAPLE—up to 1½ inch

SOFT MAPLE—up to 3½ inches

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Established 1875
LARGEST NURSERY IN INDIANA

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ELM—Chinese or Siberian
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| | Per 100 | | Per 100 |
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| Alexander Dumas | 20.00 | Mikado (Fine Red Jap) | 90.00 |
| Compte de Gomer | 25.00 | Modeste Guerin (true) | 27.50 |
| Couronne d'Or | 20.00 | Mons. Jules Elie | 35.00 |
| Delicatissima | 18.00 | Mons. Martin Cahuzac | 80.00 |
| Edulis Suerba | 20.00 | Octavie Demay | 25.00 |
| Eugenie Verdier | 25.00 | Princess Beatrice | 18.00 |
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| Felix Crousse | 30.00 | Simonne Chevalier | 35.00 |
| Festiva Maxima | 18.00 | The Moor (Fine single Red) .. | 55.00 |
| Grandiflora | 30.00 | Therese | 85.00 |
| Karl Rosenfield | 40.00 | Triumpe de L. Expo. de Lille. | 20.00 |
| La Tulipe | 20.00 | Umbellata Rosa | 18.00 |
| Mme. de Verneville | 18.00 | Red | 18.00 |
| Mme. Emile Galle | 25.00 | White | 14.00 |
| Mme. Geissler | 25.00 | Pink | 14.00 |

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Forest and Ornamental Stock,
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BARBERRY THUNBERGI—3 year, good property, all grades.

BARBERRY THUNBERGI—2 yr., 12-15 inch, 15-18 inch and 18-24 inch—will make very low prices.

BARBERRY THUNBERGI SEEDLINGS—better order now. That's a tip.

PEACH TREES will be scarce—fine lot, Eastern varieties.

APPLE, PEAR, PLUM will be wanted before season is over. Offer in carloads for late fall delivery.

AMERICAN GROWN FRUIT TREE SEEDLINGS—Apple and Pear, top grades only, 1/4 and 3/16.

FRENCH FRUIT TREE SEEDLINGS, Mahaleb, Myrobalan. No adjustments on these items this year. Cost a little more but they are worth it.

C. R. BURR & COMPANY, Inc.
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We are now able to offer some fine stock of this splendid variety which has been off the market for so many years.

Also fine lot of
CHINESE ELM, MOLINE ELM
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Send for trade list.

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C. L. rates to some point near you.

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**COSTS
LESS THAN
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BETTER JOB**

**MAKES
CLEAN - NEAT
BUNDLES**

**KEEPS THE
MOISTURE IN**



We will send full size working samples that will prove in your own shipping room that **SAXOLIN** is superior to any other wrapper for retaining dirt and moisture around the roots and delivering a clean, attractive package.

SAXOLIN is two sheets of kraft paper cemented with asphalt filler and crinkled to stretch and conform to shape of bundle.

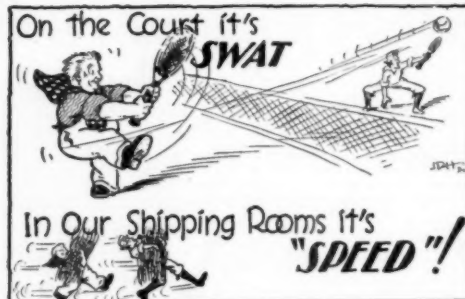
It's waterproof—tough and easy to handle.

If you are using any special size material for wrapping tell us the size and we will send samples. Try **SAXOLIN** now and be ready for your next shipping season.

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Specialty Dept. •• Cleveland, Ohio

The Preferred Stock



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Each succeeding season finds J. & P. better equipped to serve its customers. This season is no exception. Our stock came through the dry spell in fine shape. Advance reports indicate a good season.

Our illustrated Fall Price List is now ready. If you haven't a copy, be sure to write for yours today.

Cordially,

JACK & PERK

Jackson & Perkins Company
Wholesale Only
Newark, New York.

AMERICAN NURSERYMAN — September 1, 1930

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce engravings relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. Engravings will be made from photographs at cost.

Advertising—Last forms close (semi-monthly) on the 10th and 25th of each month. If proofs are wanted, copy should be on hand one week earlier.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earliot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$2.50 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 20c; of previous volumes, 25c.

RALPH T. OLCOTT
Editor, Manager.

AMERICAN FRUITS PUBLISHING COMPANY, INC.

30 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and rates the welfare of the Nursery Trade above every other consideration.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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LAST CALL FOR THE TRADE

Who desire to participate in business that is sure to be present in THE FIRST NATIONAL ATLANTIC CITY FLOWER AND GARDEN PAGEANT, September 9th to 14th, inclusive. From all sections of this country comes word of individuals and clubs who are going to attend.

On August 15th Over Two-thirds of Available Trade Space Had Been Taken

and by some of the largest and most representative firms in America, who after careful consideration and investigation into the possibilities of the Pageant, reserved space.

What Does This Show Offer To The Trade?

- ANSWER: 1—An assured great fall exhibition supported by national advertising. It has been titled the "most talked show in America."
2—Participation by nearly 500 garden and floral societies, including the State Shows of the New Jersey Gladiolus Society and the Dahlia Society of New Jersey, also the Annual Meeting and Exhibition of the American Rose Society.
3—The finest and largest show hall in the world; a \$15,000,000 building located on the most famous walkway in the world.

These are but a few of the many reasons why so many firms have reserved space for the event . . . CAN YOU, MR. TRADESMAN, AFFORD TO BE MISSING WHEN THIS GREAT EXHIBITION OPENS ITS DOORS ON SEPT. 9th?

WRITE, PHONE OR WIRE RESERVATIONS TO

J. W. Johnston, Director, 383 Bourse Blvd., Philadelphia, Pa.

WE OFFER IN CAR LOTS OR LESS

CALIFORNIA PRIVET, 2 and 3 year in grades.

SHRUBBERY, excellent assortment, popular varieties in grades 1½ to 6 feet.

PERENNIALS, large assortment, including English Delphiniums.

EVERGREENS, long list of varieties suitable for landscape work, also in lining-out stock, large supply of Thuya Pyramidalis, etc.

Lombardy Poplars, Oriental Planes, American Elm, Chinese Elm, White Ash, European White Birch, European Mountain Ash, Norway Maple, in grades.

GRAPES, two and three year.

Let us price your wants on any of the above.

Write for our new Wholesale Complete Trade Bulletin No. 1.

THE Westminster Nursery
WESTMINSTER, MD.

ALWAYS

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KELSEY

FIRST

HEADQUARTERS
for

CHERRY TREES

SOUR and SWEET
VARIETIES

We have 300,000 trees

A complete assortment of varieties and grades.

Write for prices.

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St. Joseph, Missouri

E. P. BERNARDIN

**Parsons
Wholesale Nurseries**

PARSONS, KANSAS

Established 1870

Specialties

Amoor River North Privet, 2 yr.,

2-3 and 3-4 ft., well branched.

Bungei Catalpa, 4½-8 ft. stems.

Lombardy Poplar, 5-6 to 10-12 ft.

Thurlo Willow, 5-6 to 10-12 ft.

Lonicera Bella Albida, 2-3 to 5-6 ft.

Deutzia Pride, 2-3 to 5-6 ft.

Forsythia Asst., 2-3 to 4-5 ft.

Tamarix Asst., 2-3 to 5-6 ft.

Purple Wisteria, 2 & 3 yrs.

EVERGREENS—Biotas and Junipers, in good supply.

Early Harvest B. B. root grown plants.

Long list of Ornamentals in generous supply.

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CLOSING TIME:

FOR TRADE
ADVERTISEMENTS

AMERICAN NURSERYMAN—Semi-Monthly

1st of Month Issue

First Forms: - 23rd each month

Last Forms: - 25th each month

15th of Month Issue

First Forms: - 8th each month

Last Forms: - 10th each month

If proofs are wanted, copy should be in hand previous to above dates

American Fruits Publishing Company, P. O. Box 124, Rochester, N. Y.

AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y., Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES—BYRON

Vol. LII

ROCHESTER, N. Y., SEPTEMBER 1, 1930

No. 5

Nurserymen In Big Atlantic City Pageant

In Greatest Auditorium in World An Outdoor Living Room Will Be Staged by American and New Jersey Nurserymen's Associations

With a short time remaining before opening day the First National Atlantic City Flower and Garden Pageant, Sept. 9-14, gives every promise of being not only the largest but also a most unusual fall exhibition. On Aug. 15 it was announced that more than two-thirds of the available trade space had been taken.

That large gardens can be staged in the fall as well as the spring, though with a bit different material, is evidenced by the fact that the coming show will contain some of the largest and finest gardens staged in this country. W. A. Manda from South Orange, N. J., will draw heavily on his great collection of standard and rare plants in order to build a 6,000 square foot garden at the Atlantic City Show. This will stretch down the center of the floor, 50 feet wide and 120 feet long, and will greet visitors as they enter the main hall. Flanking this garden on either side will be an 800 foot floral array by W. Atlee Burpee Co., Philadelphia, and one by Champlain View Gardens, Burlington, Vt. Each of these exhibits will measure 40 feet across and 20 feet deep. As one passes around to the right of the great hall they will see exhibits by W. E. Marshall & So., New York; Henry F. Michell Co., Philadelphia; a garden by Atkins & Durbrow, New York; Vaughan's, New York and Chicago, assemblage of "what's new" in gladiolus; followed by another exhibit by W. A. Manda; this time 600 square feet instead of six thousand as in the former display. Just across the aisle from the Manda booth will be one of 600 feet from Charles H. Totty, Madison, N. J.

Cutting through the 400 foot wide aisle and winding among the competitive plant groups one will see an 800 foot garden by Peter Henderson Co., New York, while in the second center section will appear an outdoor living room 50 feet wide and 60 feet deep (3,000 square feet), staged by National Home Planting Bureau with the American Association of Nurserymen and the New Jersey Association of Nurserymen cooperating by handling the actual staging and supplying the material. Going on across this center aisle of the largest show hall in America one comes upon a 1000 square foot garden constructed by Henry A. Dreer Co. of Philadelphia, while just opposite will be seen the Conard-Pyle Co., West Grove, Pa., collection of roses.

Only a portion of the exhibits are here named. Patrons include the governors of New Jersey and of several other states,

the mayor of Atlantic City and Secretary of Agriculture Arthur M. Hyde.

J. W. Johnston, 383 Bourse Bldg., Philadelphia, is director of the show.

The event will include the state show of the New Jersey Gladiolus Society, annual meeting and exhibition of the American

Rose Society; state show of the New Jersey Dahlia Society.

On the advisory board are F. L. Atkins, J. J. Grullemans and Robert Pyle, Nurserymen. Atlantic City Auditorium costing \$15,000,000, will seat 66,000; said to be the largest in the world.

Most Important Thing Right Now

Aside from its great importance to the entire Nursery Trade and aside from the full cooperation of every Nurseryman and Nursery concern that is expected in order to obtain complete authentic return in the Federal Horticultural Census BY MAIL which has been granted upon application by the Trade, it should be known that penalty is provided for not filling out the blanks.

Closing date is September 15.

Be sure your return has been filed.

Returns are ABSOLUTELY CONFIDENTIAL; only aggregate figures are used. At last! An exceptional opportunity to learn how big is the industry to which you belong! See AMERICAN NURSERYMAN, August 1, pp. 56-57.

American Rose Society

Annual meeting of the American Rose Society will be held Sept. 11 at the Atlantic City Auditorium in connection with the First National Atlantic City Flower and Garden Pageant. Location of the meeting room will be posted and announced in the Show Hall in the auditorium.

Morning Session—10 A. M., D. S. T.

Reports of Trustees, Election of Officers, General Business.

Address—"How Can the American Rose Society Encourage the Introduction of Better Varieties?"—Col. Hugh A. Rose, President The Rose Society of Ontario.

Discussion—Participated in by Alfred C. Hottes, Dr. G. G. Lewis, J. H. Nicholas, Whitman Cross, L. B. Coddington.

Afternoon Session—2 P. M., D. S. T.

Address—"The Work of a Municipal Rose Garden"—E. A. Piester, Asst. Supt. Department of Parks, Hartford, Conn.

Discussion—Participated in by Robert Pyle, Hally Bradley Hampton, Montague Free, Richardson Wright and others.

Question Box—Led by J. Horace McFarland, President The American Rose Society.

In connection with the afternoon discussion, there will be an exhibit of blue prints, drawings, and photographs of municipal gardens, and possibly moving pictures of the Hartford Garden.

ROBERT PYLE, Secretary

Restrictions Relaxed—Secretary Hyde announces that the Mediterranean fruit fly eradication campaign conducted by the U. S. Department of Agriculture in cooperation with state authorities has been so effective as to justify the department in relaxing the restrictions. The southern and western states where the fruit fly would become especially injurious, if introduced, will continue to be protected.

New Yellow Climbing Rose

The following rose has been approved by the Registration Committee of The American Rose Society and is now proposed for registration as follows:

Name—Hillcrest Pillar.

Originated with Marian Roby Case, Hillcrest Gardens, Weston, Mass.

Parentage—Probably from the old Harrison Rose; other parent unknown.

This is a pillar rose growing from five to six feet with olive green foliage with nine pointed leaflets. It is perfectly hardy in Weston, Mass.

The flowers are bright yellow, similar in form to the Harrison; pointed buds, opening flat; lacks fragrance; three to four rows of petals.

It differs from Harrison's Yellow in that it is a climber.

ROBERT PYLE, Secy.

The tree Nursery business in Rhode Island will develop into a \$1,000,000 enterprise within the next five years, it is predicted by the State Department of Agriculture, tracing growth of the industry since its beginning in 1915.

Fifteen years ago the department says, there were but 31 Nurseries in the state. Today there are 57 with a total of 648 acres. The gross value of the business done by the Nurseries last year amounted to \$750,000.

The climate and soil are well adapted to the growing of Nursery stock and judging from the progress made within the last decade, the department says that the next five years will see the Nursery business take a leading place in the agricultural life of the state.

Ferndale Nursery, Askov, Minn., is building a greenhouse 32 x 100 ft.

Here's Analysis of Your Business Worth Study

Made For You Without Individual Cost by Noted Merchandising Expert After Close Nursery Trade Survey—What Will You Do With It?

By F. J. Nichols, Dayton, O., at Minneapolis Convention of A. A. N.

Summary of this important address was presented on page 51 of the Aug. 1 issue of the *American Nurseryman*. The entire address is worth close study, has been declared one of the most applicable to present conditions.

I AM going to assume that the only reason you are members of this Association and attending this meeting this afternoon is because you want to make more money. That is what I am going to talk about.

You have reached the place in your business where you must face up to its future profit possibilities. That is true in every business today. We are in the midst of a business revolution. Only those business men who face squarely things as they are, and readjust their business procedure to the changed conditions can stay in business and make the profits they want.

I have been studying the Nursery business for several months, ever since the program committee asked me to come here today. I congratulate you on the opportunities I see ahead of you, for, as nearly as I can estimate, you have one of the biggest opportunities in this whole country for business expansion. And expansion on a basis which will enable you to make more money than you have made in the past.

Doing Things You Should Stop

You are doing many things in this industry today that you should stop—if you want to make the money that can be made in it. Some of you tell me you are not greatly interested in profits; you are interested in giving service. Let me remind you that your ability to give service is determined by how much money you make, and that when you stop making money your service will stop very quickly.

So, gentlemen, it seems to me that if you want to stay in the Nursery business and continue to make money so as to continue to serve your customers, you will have to get down to the basis of profitable merchandising.

One of the curses of the Nursery Industry and of business generally is "volumitis"—the idea that if a company can only break last year's sales record, everything will be lovely. That is not always the case. You are not to be patted on the back merely for making a fine record this year as compared with last. The question is: Are you making any money?

Simply To Maintain Volume

Many businesses are doing that simply to maintain volume and be able to crow about the fact they are selling more than last year.

The first point I would like to drive home is—

It costs too much to get much of the volume we brag about.

Some would make more net profit if they sold less shrubbery. Volumitis leads you to work too hard and spend too much to get the last record-breaking ten per cent of your volume, that you don't have any income tax to pay. Think it over. Go home and look at your books, if you have any, and push your pencil on it.

The second point is —

The amount of shrubbery you can grow is not the determining factor of how much you can sell or should try to sell.

There is much vacant land on which you could grow things. You are in the same situation a great many businesses are in: You have too much stock, entirely too much; you are giving it away. It costs you twenty cents to grow it and you sell it for fifteen and wonder why your books don't balance. You must learn how to control that situation.

About Business Management

The trouble with some of you is that you don't know anything about business management. You have made your money on

ably a man who knows nothing about botany or growing or horticulture or grafting or any of the other technic of production, will make more money by giving selling the first place in his business.

Another very significant trend in American business today is a decided trend toward larger businesses. You know what has been going on in the last three years in the way of mergers and consolidations. You see the larger companies reaching out and absorbing the smaller ones. That trend is going to speed up. As soon as business picks up, you will hear more and more about mergers. Some of you might get your heads together and find out whether it wouldn't be a good thing to have fewer, bigger, very much bet-

Merchandising Ideas for Nurserymen

Right now is the time to STUDY practical suggestions for selling your product. Competition is keen both in and out of the trade. The columns of the "American Nurseryman" bristle with MERCHANDISING IDEAS. Especially is this true of the last two issues in which nationally known experts concentrated their attention on your business and for hours closely held the attention of more than three hundred representative men in the trade while they prescribed the remedy for sales resistance.

Is this kind of material of interest also to you?

increasing land values because, fortunately for you, your grandfather selected land close to town. But you are not in the real estate business. From now on, you will have to sell Nursery stock.

What does your brush-pile cost?

Some of your stock, it is true, increases in value as it grows older, but most of it goes on the brush-pile after a year or two. Have you any idea what your brush-pile costs in a year? If you haven't, I would suggest that every time you rip out something and put it on the brush-pile, you make a record of what you might have gotten for it at retail prices had you sold it. At the end of the year, add up the figures and look at the total. Its size will surprise you. Perhaps after that you will plant less.

Problem Is Not Propagating

You laugh at the farmers because of their wheat acreage. From all I can hear, they can learn from you. You plant 100,000 cuttings and sell 30,000; the next year you plant 150,000 hoping you will sell them.

If you don't sell what you grow, you lose money on it. As long as it is standing in rows on your place, you make no money on it. Your problem is not propagating. Your problem is not growing. The outstanding problem in your business, as in every other today, is selling. Distribution is the big problem in America today. We have capacity to produce in almost every line beyond our capacity to use, and that is particularly true in the Nursery business.

Some of you will go out of business during the next two or three years, for we are at the beginning of a new era in American business, an era in which distribution, selling, is going to dominate. The man who insists on being production-minded is going to go down and out. A less able man, prob-

ter Nurseries than to have all the small ones that are scattered about the country today.

Get Some—They're Scarce

The only way you can develop efficient selling methods is to get some of the people who have experience and ability in merchandising and put them to work. They are scarce. The big businesses are grabbing them. They are the best paid people in America today. In order to get them, you will have to have greater resources and you will have to give them freedom to function.

The Fourteen Points

Here are fourteen points that must be considered in modern merchandising:

1. Find out what your customers want.
2. Create desire for new and better things.
3. Buy or grow in quantities that will enable you to turn your stock quickly.
4. Price for profit.
5. Advertise.
6. Display your wares.
7. Sell them.
8. Increase your sales by suggestions.
9. Deliver your stock—in many cases, plant it.
10. Make suggestions about the planting and care of your stock.
11. Service those plantings.
12. Collect your money and discount your bills.
13. Keep accurate records to know what is going on in every part of your business.
14. Cooperate with others in advancing the Nursery business as a whole.

These fourteen points give you the picture of merchandising at it is being practiced in every profitable business.

Let's start with Number One. Find out what your customers want—because that is

Some of the Things Your Customers Require

Style, Novelty, Color, Convenience, Service, Price, Individuality, Variety, Time Payment—Women Are the Purchasing Factors To Consider

fundamental. The big department stores of the country, as Mr. Lewis told you yesterday, are spending large sums and a great amount of time to find out what their customers want. These are some of the things they are interested in: Style, novelty, color, convenience, service, price, individuality, variety and time payment.

That is a list taken from a conference of the sales promotion people of the big department stores which met in Chicago two weeks ago. Those are the things the customer is interested in and those are the things, every one of them, that should interest you.

In a Highly Colorful Business

I will select two of them and discuss them. I could do it with all of them, but there isn't time. One is color. You are in a highly colorful business, but you are not cashing in on it. Other people are making more out of color than you ever dreamed of making out of it. We are living in an age of color. Color has invaded the home. Color sells automobiles. You know what has happened in the plumbing and furniture businesses, in men's clothing. I saw a man on Michigan Boulevard last week with the bluest of blue linen suits and the reddest of red ties—and blue shoes!

What are you doing in this age of color? You are selling a mass of green. Somebody is going to develop color. Among the planting around my residence are two light foliage plants. I don't know the names of them, but they are colorful, not just some more green. Those two plants are noticed and remarked about by everybody who visits us. They want to know what they are and where they can be obtained. Why? Because they are a break in the monotony of the green.

I would suggest that you cash in on this matter of color. Study the possibilities of variation of color from season to season, for in that lies one of your biggest sales possibilities.

Style In Nursery Lines

Style is, of course, the outstanding, dominant thing in any merchandising proposition. Let me read you what the director of sales of the DuPont Viscoloid Company said in a sales meeting:

"There are just two kinds of merchandising today; first, style merchandising, and second, price merchandising. Style merchandising appeals to the eye and heart. It creates desire to buy. Price becomes secondary. Direct competition is minimized and a valuable, enduring individuality is built up when you have style. On the other hand, price merchandise is sold for price; there is nothing else to recommend it. It competes directly with everything else and there is no possible permanent good-will to be created."

Take your choice. Are you going to sell price or are you going to sell style?

Many Nurserymen have been slow to recognize that style is dominant. They do not think people will pay for style. They do not believe that people are very little interested in how long a thing will last, that they are willing to change it season after season because it is stylish, just as they change their automobiles and furniture.

There are tremendous possibilities if ever you get style into your business. You will be able to plant and replant and replant, if you get the women of the country interested in changing styles in planting.

What every customer wants is the controlling factor in any business. You may not like a certain kind of shrubbery or style of planting. Your landscape architect may say it is all wrong. Your salesmen and retailers may not like it. But if your customer likes it, she will buy, and if you want



F. J. NICHOLS, Dayton, O.
Makes Timely Constructive Criticism

to do business with her, you will have to follow the great stores of the country and the automobile people and the movies and give her what she wants.

The customer is queen today. She is the one who issues the orders, as each of you individually well knows. She buys the food, clothing, radios, automobiles, homes and home furnishings. And she buys the shrubbery. A man may come and talk about it, but send something she does not like and see what happens. She knows what she wants and insists on having it.

A woman who has spent her life studying the reactions of women to foods went to Louisville the first of the year to learn how to sell more foodstuffs. After three months she wrote:

"It is almost inconceivable the trouble to which women will go to get what they want, where they want it, and when they want it. They will drive clear across town in order to buy from a particular place because in that place they get the service they want."

Meeting Customers' Knowledge

So it is with you. Women know merchandise of every kind today. They know shrubbery and the principles of landscaping. I wonder if it isn't true in your Nursery business as in the department stores, that one of your big problems is to get salesmen who can keep up with your customers in knowledge of landscaping and shrubbery.

The average Nurseryman can tell you how to propagate, but when it comes to selling people on the value of the product for landscaping, he is tongue-tied. Retail businesses

of all kinds are giving special attention to selling personnel. They are trying to employ and train a higher grade of salespeople and others who contact their customers because they realize that is the only way to hold their business.

In the Nursery business brains and personalities are now being devoted to growing. You must turn that upside down. The best brains and personalities in your business will have to be turned to selling. If you lack people with selling qualities and experience, go outside of your business and find those who have them and persuade them to join your organization.

Selling Problem Can Be Solved

You can have the finest shrubbery that can be grown; you can have the greatest national advertising campaign that has ever been put on; you can have the best landscape experts money can hire; you can have your own place all dressed up in the latest landscaping mode; and yet fail to get the business and made a profit—because you fail in those human contacts with the people who buy your product.

So it is distinctly up to you, it seems to me, to see to it that your selling force is equipped to meet these women purchasers, to answer their questions, to work with them and sell them larger and larger quantities of shrubbery.

The selling problem can be solved; don't worry about that. Wherever there is a need, we find the answer for it. When you want a certain type of person, such a person can be developed and trained. You can find for your business the kind of salespeople you need to cash in on these opportunities.

[To be continued]

Plant Patent Law Comment

Commenting on the new plant patent law Frederic J. Haskin, Washington, D. C., says:

"It is anticipated that no little difficulty will be encountered in legal interpretation and in enforcement. An entire new legal staff of experts is being recruited at the Patent Office to take on this new branch of work under the direction of Solicitor T. A. Hostetter.

"Anticipating such difficulties as develop whenever a wholly new field is covered by a regulatory law, the Congress inserted in the measure a provision under which, by Executive Order, the President may direct the Department of Agriculture to provide technical assistance in the determination of such questions as whether or not a species or variety put forward for patent protection is, indeed new. It is not difficult to foresee that heated arguments will occur as to the absolute novelty of a watermelon with a purple center or a night-blooming morning glory.

"An entire new vegetable jurisprudence must be built up. To the specialists among the patent law profession there now will be added black-eyed pea lawyers and barkless tree attorneys."

Forest Hills Nurseries, Cranston, R. I., have been incorporated.

OHIO NURSERYMEN'S ASSOCIATION

G. Walter Burwell, Columbus, Secy.

Summer Meeting

Members of the Ohio Nurserymen's Association with their wives and families, met at Wooster, O., Aug. 19 for the annual summer meeting. About 100 attended. The meeting was held on the grounds of the Ohio Agricultural Experiment Station and the day was spent in viewing the arboretum, forestry plantings, orchards, gardens and other horticultural activities of the station.

Led by Edmund Secrest, chief in forestry at the station and state forester, the Nurserymen went for a walking tour of the station campus in the morning. They found a quite extensive planting of fine evergreens, trees and shrubs, many of which had been set out in 1895. They visited grass experimental plots, one of the most extensive of the sort in the country, where lawn grasses are being investigated from every possible angle. Here Dr. F. A. Welton, of the station agronomy staff, who has charge of the plots, explained the work.

The rest of the morning was spent in a tour of the extensive forestry and ornamental evergreen plantings, led by Mr. Secrest. Many of the evergreens here are more than thirty years old. The Nurserymen found a large collection of rare evergreen specimens, gathered from all parts of the world.

Following luncheon served by women of a local grange, a brief and informal program was held in a tent near the horticultural buildings, with H. S. Chard, president, in charge. In the absence of Director C. G. Williams, Mr. Secrest welcomed the association to the station and told of the work.

Members of the horticultural staff described briefly various phases of the station activities of interest to Nurserymen. C. W. Ellenwood explained the experimental work with fruit varieties, in which 500 varieties of apples and 1000 new seedlings are being tried out. He mentioned Melba, Joyce, Cortland, Gallia Beauty, Red Rome Beauty and Milton as varieties worth watching and also recommended Dolgo, a crab that had been brought from Russia by Hansen of South

Dakota, for Ohio, both for its fruit and its ornamental character.

Dr. J. S. Shoemaker gave an account of his work in studying methods of identifying fruit varieties by leaf and stem characteristics. J. H. Gourley, chief in horticulture at the Station and head of the department of horticulture at Ohio State University, spoke briefly. The meeting then adjourned to the experimental gardens where W. W. Wiggin described the work being done with fertilizers on annuals and perennial flowers. The



H. S. CHARD, Painesville, O.
President Ohio Nurserymen's Assn.

afternoon program closed with another visit to the forestry plots and a tour through the extensive arboretum nearby.

A meeting of the executive committee of the association was held at the Ohio Hotel in Wooster on the evening of Aug. 18. It was decided to hold the annual winter meeting in Columbus at the time of the annual Nursery school at Ohio State University, providing a suitable date can be secured.

Members of the executive committee include H. S. Chard, Painesville, president; J. H. Burton, Casstown, vice-president; G. Walter Burwell, Columbus, secretary; Raymond E. Imlay, Zanesville, treasurer; and Howard N. Scarff, New Carlisle; James H. West, Perry; Harry R. O'Brien, Worthington; A. S. Buskirk, Independence; C. E. Kern, Wyoming.

Rhode Island Nurserymen last month at a meeting at Goddard Memorial Park, East Greenwich, listened to talks on propagation, combating insects and diseases and on the general care of trees and shrubs.

EASTERN CANADA NURSERYMEN'S ASSOCIATION

C. H. K. Baillie, Welland, Ont., Secy.

ANNUAL meeting of the Eastern Canada Nurserymen's Association, Inc., was held at the Ontario Agricultural College in Guelph Aug. 8. There was a large attendance of the representative Nurserymen from Ontario and Quebec. The officers elected are: Hon. President, Hon. E. D. Smith, Winona; president, E. B. Luke, Montreal; vice-president, F. W. Wellington, Toronto. Directors: L. L. Smith, Winona; H. Endean, Richmond Hill; H. B. Dunnington-Grubb, Toronto and K. MacDonald, Ottawa.

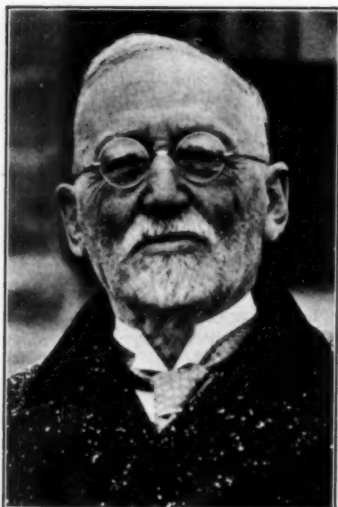
C. K. Baillie of Welland, who has acted as manager and secretary of the association since its incorporation in 1922, was re-elected to office.

During the morning session an address was delivered by President Luke, Senator Smith, and L. F. Burrows of the Canadian Horticultural Council, Ottawa, who went very fully into the Nurserymen's recent appearance before the Tariff Advisory Board. At 1 o'clock the entire party were the guests at luncheon of the college officials and were welcomed by Dr. Harcourt, Professor MacLennan and Paul Saunderson, E. S. A., all members of the staff. In the afternoon an address was delivered by J. W. Neilson and the balance of the day was taken up in discussions on matters affecting the Nursery trade in Canada. Later the members were shown over the new horticultural building and equipment by Professor MacLennan.

It was the unanimous opinion of the officers that this was the most satisfactory meeting of Nurserymen since they were incorporated eight years ago and there was no doubt that the organization, affiliated as it is with the Canadian Horticultural Council at Ottawa, is doing much to straighten out the many problems that have faced the business during the past few years.

A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of the view.—H. Dumont, Chicago, Ill., in Printer's Ink.

OFFICIALS OF THE EASTERN CANADA NURSERYMEN'S ASSOCIATION



SENATOR E. D. SMITH, Winona, Ont.
Honorary President



E. B. LUKE, Montreal
President



CHARLES K. BAILLIE, Welland
Manager and Secretary

EASTERN NURSERYMEN'S ASSOCIATION

H. Lloyd Haupt, Hatboro, Pa., Secy.

Summer Meeting

Summer outing of the Eastern Nurserymen's Association was held Aug. 20 at Towson Nurseries, Towson, Md., on York Road north of Baltimore. Towson Nurseries is a stock company controlled by Pennsylvania and Maryland interests. The home grounds are located on a main road opposite the very attractive State Normal School. A beautiful well-equipped office is situated near the highway. Attractive show grounds with a sunken garden are immediately adjacent to the office and the highway. From five to ten acres of well-planted Nursery grounds are attached to the office. Mr. Price, the manager, lives nearby.

The main Nurseries are seven to ten miles from the home grounds and consist of 400 acres, of which probably 100 acres are planted solidly in choice Nursery stock. High-grade specialties are prominently present, splendid taxus, creeping juniper, large and small azaleas and many other desirable plants. Shade trees are not yet much in evidence. Evergreens predominate.

About eighty Nurserymen and guests sat down to the luncheon that was served on the grounds of the Golf Club in the vicinity of the Nursery.

A noted feature in the large new Nursery developed by the Towson interests are the roads; they are made on the city plan-like, done in a manner that it would be quite easy in a few years from now, should Baltimore develop to an appreciable extent in that di-

rection, to turn over the entire tract as a high-grade development.

Everything on the premises had a well-kept and prosperous appearance.

After a short business meeting in which the president of the Eastern Nurserymen's Association reported the progress of the association for the year and highly complimented all his aides who had not failed to be present whenever called upon, many of those present who could spare the time adjourned to a well-kept athletic field where several teams enjoyed trap shooting and quail pitching.

A. E. WOHLERT

The following attended the Towson, Md., outing of the Eastern Nurserymen's Association Convention Aug. 20:

Warner Harper, Philadelphia, Pa.; P. M. Koster, Pleasantville, N. Y.; Adolf Muller, Norristown, Pa.; Peter Alfia, Norristown, Pa.; Anton Boot, Norristown, Pa.; Eugene Muller, Norristown, Pa.; H. A. Shadow, Birmingham, Ala.; S. Carver, Bethlehem, Pa.; Harold O. Carver, Bethlehem, Pa.; Wm. P. Howe, Jr., Pennington, N. J.; A. E. Wohler, Narberth, Pa.; William T. Cope, West Grove, Pa.; Russell Harmon, Stroudsburg, Pa.; H. W. Dreher, Stroudsburg, Pa.; E. Albert Bogart, "Lovetts", Red Bank, N. J.; Theodore H. Stoudt, "Lovetts", Red Bank, N. J.; H. W. Gottschalk, Brooklyn, N. Y.; J. W. Root, Root's Nurseries, Inc., Manheim, Pa.; C. K. Root, Root's Nurseries, Inc., Manheim, Pa.; B. R. Kreider, Root's Nurseries, Inc., Manheim, Pa.; Clyde G. Hollinger, Root's Nurseries, Inc., Manheim, Pa.; Edwin Hoyt, New Canaan, Conn.; E. H. Costich, Westbury, L. I., N. Y.; Lewis S. Frick, Andora Nurseries, Chestnut Hill, Phila.; A. G. Carver, Andora Nurseries, Chestnut Hill, Phila.; A. A. Carver, Andora Nurseries, Chestnut Hill, Phila.; Harvey Rapine, Andora Nurseries, Chestnut Hill, Phila.; R. de Wilde, Jackson & Perkins Co., Bridgeton, N. J.; Albert F. Meehan, Thos. B. Meehan Co., Dresher, Pa.; R. T. Brown, Cottage Gardens, Queens, L. I., N. Y.; Wm. DuBree, Plainfield Nurseries, Scotch Plain, N. J.; E. S. Boerner, Jackson & Perkins Co., Newark, N. Y.; H. L. Haupt, Secretary, Hatboro, Pa.; J. Humphreys, Andora Nurseries, Chestnut Hill, Pa.; Elisha Hanson, Washington, D. C.; John Ryken, Verkaes Nurseries, Washington, D. C.; W. J. Billerbeck, Titus Nurseries, Waynesboro, Va.; J. D. Groves, Titus Nurseries, Waynesboro, Va.; Chas. L. Parker, Princeton Nurseries, Princeton, N. J.; A. E. Spugonjian, Princeton Nurseries, Princeton, N. J.; S. H. Peterson, York, Pa.; Frank E. Felt, Jackson & Perkins Co., Philadelphia, Pa.; F. Riebe, Jr., Conard-Pyle Co., West Grove, Pa.; Hess Nurseries, Mountain View, N. J.; Wm. C. Price, Towson Nurseries, Towson, Md.; C. Warner Price, Towson Nurseries, Towson, Md.; Wm. B. Garrett, Towson Nurseries, Towson, Md.; Paul S. Hofman, Towson Nurseries, Towson, Md.; Guy M. Stricklen, Towson Nurseries, Towson, Md.; H. W. Doll, Arlington, Md.; J. E. Stoner, Westminster Nursery, Westminster, Md.; H. E. Stoner, Westminster Nursery, Westminster, Md.; Howard I. Moss, Baltimore, Md.; Joseph Merritt, Baltimore County, Md.; Carl H. Flemer, F. & F. Nurseries, Springfield, N. J.

Austrian Seed Crop—A Gruenwald, Wiener Neustadt, Austria, reports: "The extremely hard winter of 1928-29 is still sensibly felt in the development of those kinds of seeds whose fruits want two years for maturing and in those whose above-ground parts were destroyed by the frost and which sprouted again, but must have time to replace these parts. Besides that many species of deciduous trees will yield less this year in consequence of the great drought in June. Apple and pear seeds seem to give very small crops, especially pear."

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A. A. N. Committee on Legislation

In his report as chairman of the A. A. N. committee on legislation, William Flemer, Jr., in addition to reference to the important subject of the special Horticultural Census already published, stated:

Since the passage of Quarantine 37 the tendency has been for more home production and less importation of Nursery stock until the imports amount to only a fraction of the volume formerly imported. Since our industry is a form of agriculture which needs increased protection to help it compete with the already heavily protected industrials it would seem proper that some tariff increase should be made. However, if there is a strong feeling by more of the members that these increases are not justified your chairman will take the matter up with the Tariff Commission and endeavor to have changes made under the flexible tariff provision.

Earlier in the convention you heard a most enlightening discussion "Some Economic Aspects of Plant Quarantines" by Glenn W. Herrick, Professor of Entomology at Cornell University. The figures given will throw further light on this serious subject. How much longer the policies now in force will be continued is unknown. From all indications and past accomplishments, it appears that some changes would be justified.

Total for the P. Q. C. A. administration for the coming fiscal year is \$5,448,800.00.

In the Tariff Act of 1930, the following changes were made:

Par. 753. Tulip bulbs, \$6 per thousand; hyacinth bulbs, \$4 per thousand; lily bulbs, \$6 per thousand; narcissus bulbs, \$6 per thousand; crocus corms, \$2 per thousand; lily of the valley pips, \$6 per thousand; all other bulbs, roots, rootstocks, clumps, corms, tubers and herbaceous perennials, imported for horticultural purposes, 30 per centum ad valorem; cut flowers, fresh, dried, prepared, or preserved, 40 per centum ad valorem.

Par. 754. Seedlings and cuttings of Manetti, multiflora, brier, rugosa, and other rose stock, all the foregoing not more than three years old, \$2 per thousand; rose plants, budded, grafted, or grown on their own roots, 4 cents each; cuttings, seedlings, and grafted or budded plants of other deciduous or evergreen ornamental trees, shrubs, or vines, and all Nursery or greenhouse stock, not specially provided for, 25 per centum ad valorem.

Par. 755. Seedlings, layers, and cuttings of apple, cherry, pear, plum, quince and other fruit stocks, \$2 per thousand; grafted or budded fruit trees, cuttings and seedlings of grapes, currants, gooseberries, or other fruit vines, plants or bushes, 25 per centum ad valorem.

Swan River Nursery, Patchogue, N. Y. Humphrey R. Avery, manager, had a display at the fourth annual flower show of the West Hampton Beach Garden Club and the Quantuck Horticultural Society last month at West Hampton Beach, Long Island, Country Club.

EVERGREENS

Seventy-five varieties, 1 foot to 7 feet in height. Also complete line of shade trees and shrubbery.

We are listing many new and rare varieties. Postal card will bring attractive prices on this stock.

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If you did not receive one of our NEW FALL TRADE LISTS, we will gladly mail you a copy.

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Shenandoah Nurseries
SHENANDOAH
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AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

OFFICIAL JOURNAL
PACIFIC COAST ASSOCIATION OF NURSERYMEN
Largest District Organization in the Trade
ILLINOIS STATE NURSERYMEN'S ASSOCIATION
Leading State Nursery Trade Organization

Published Semi-Monthly by
AMERICAN FRUITS PUBLISHING CO., INC.
39 State Street, Rochester, N. Y.

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| Single Copies | - | .30 |

ADVERTISING RATES on Application
Advertisements should reach this office by the 10th and 25th of the month previous to the date of publication.
If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., SEPTEMBER 1, 1930

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1892, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson.

Sound Distribution

"Distribution has been much stressed, perhaps correctly, by executives, organizations and business analysts as the present main problem of industry. Nevertheless, I am of the opinion that there can be no sound distribution that is not based on sound production.

"To find and serve a market is to presuppose a capacity to produce economically, wastelessly. Buyers have a way of seeking out the producer who best serves them at the factory."—Charles Ault, Auburn, Me.

A Policy Roundly Echoed

"Cultivated Americans, impatient with cheap sensationalism and windy bias, turn increasingly to publications edited in the historical spirit. These publications, fair-dealing, vigorously impartial, devote themselves to the public weal in the sense that they report what they see, serve no masters, fear no groups."—Time Magazine.

BOUGHT ON MERIT

The circulation of the "American Nurseryman" is bought by readers solely on editorial merit. It is never sold through schemes—cut rates, "clubbing," premiums and deferred payments never being employed.

The Mirror of the Trade

AN ASSOCIATION HONOR

Now that the Plant Patent Bill has become a United States statute there are claims on all sides for credit in helping to secure the result. It is true that various horticultural organizations besides those of the Nurserymen were instrumental in advocating the measure; but there was not unanimity of action. In some cases there was direct opposition at times on the part of those who would be presumed to be directly benefited. A committee of the National Association of Gardeners at the meeting in Toronto opposed the plant patent measure. Members of the American Association of Nurserymen found it necessary to promise aid to the gardeners' association in some matters if that association would indorse this measure. In this way temporary aid anyway was obtained. Aside from association lukewarmth there were individuals, even in the Nursery trade, who thought further effort in behalf of the measure was useless.

It was a great piece of work and to the Nurserymen whose persistence apparently won the day is due credit without stint. It should be clearly understood that the work of the Nurserymen who were most active in the matter was all in behalf of the A. A. N. which they directly represented.

Most appropriately the president of the A. A. N. was A. M. Augustine at the time the bill was passed. It was Mr. Augustine who, year after year, not only at conventions of the A. A. N. but also at those of the Illinois Nurserymen's Association and elsewhere was ready regularly with a report of activity in behalf of plant patent legislation—activity which later resulted in enlarging the A. A. N. committee on the subject and in greatly renewed interest to the extent of enlisting the cooperation of other horticultural organizations.

Attorney Macdonald's valuable aid, as well as that of Congressmen and others in Washington was clearly outlined in President Augustine's annual address in Minneapolis, as well as the tireless activity of the A. A. N. plant patent committee and others of the members. The wonder of the accomplishment under the conditions which confronted final action was outlined in Mr. Macdonald's graphic report at the July convention. Special recognition has been given to officials in Washington in reports of action in these columns [A. N. Aug. 1, p. 60; Aug. 15, p. 78].

Just who the active workers in A. A. N. ranks should be clearly known:

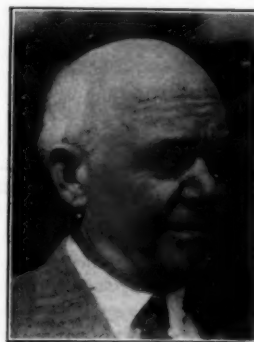
Paul C. Stark was chairman of the A. N. N. committee on plant patent. His associates were: Thomas Cashman, J. Horace McFarland, Harlan P. Kelsey, Edward Greening, J. Clarke Pilkington, William Flemer, Jr., D. E. Williams, Howard Pyle.

Those who went to Washington for firing line duty at various times in connection with the work were A. M. Augustine, W. C. Reed, William Flemer, Jr., and Lester C. Lovett. There were a number of persons outside of the association who did a lot of splendid work over the telephone and by telegraph to get the matter lined up.

Notwithstanding the epoch-making character of this feat—one of if not the greatest accomplishments in the history of the Amer-

ican Association of Nurserymen—comment in some quarters has arisen to lead officers of the association to ask for voluntary contributions among the members to meet the expense of the undertaking, instead of drawing upon the treasury of the association for the amount.

After the extraordinary exertion and the



A. M. AUGUSTINE, Normal, Ill.
From a Snap Shot in Minneapolis

sacrifice of time by the workers in behalf of the organization is the A. A. N. to side-step the honor of recording the event in its archives as an association accomplishment!

Editor American Nurseryman:

On page 34 of your issue of July 15, there is a letter by Mr. Mersheid in a very optimistic way discussing the future of the Chinese Elm in America. On page 78, your issue of August 15, is a letter from B. W. Bell, commenting on it from a purely sentimental standpoint. Well taken at that.

We have had considerable experience with the Chinese elm and we are as enthused about it as any, but we realize its limitations and we are also fairly convinced that the people who are chiefly responsible for introducing this elm in this country and who are not pushing it most, are considerably more conservative than Mr. Mersheid in their estimate of its future.

The Chinese elm will never replace the American elm, nor any other tree in this country, but it will fill a place all of its own. As a windbreak tree for the western prairies, as an incidental screen and an occasional ornamental tree, it certainly belongs and will be invaluable on that account. In the East and Middle West where the American elm and other trees are grown and grown easily, the Chinese elm of course will take a second place. As a boulevard tree we can't see the Chinese elm in our section. We have seen Chinese elm which suffered severely from being pruned. There is a question in our minds whether the Chinese elm will stand pruning. If you have a place where no other tree will grow, a sandbar, gravel pit or bank, try the Chinese elm and chances are it will make a good showing, but I do believe that the American Nurseryman should be a little conservative in recommending any new varieties and when we commence to talk of the Chinese elm in the sense of expecting it to replace the American elm, I feel we are taking a responsibility which personally, I wouldn't care to assume.

THE LAKE CITY NURSERIES, INC.

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Canada, abroad, 50c extra per year.



THE ROUND TABLE

Comment and Suggestion
By Readers For the
PROGRESS OF THE INDUSTRY



Secretary Robert Pyle's Busy European Tour

Robert Pyle, Conard-Pyle Co., West Grove, Pa., secretary American Rose Society, who is visiting centers of rose culture in Spain, France, Germany, England and Ireland, has written a highly interesting letter to his home folks through four columns of the West Chester, Pa., News, outlining some of his experiences during June and July in Europe. Regarding his trip to Spain he says:

For me this has been from first to last primarily a rose trip; hunting roses, rose gardens and rose men. Such contacts have been built up partly upon previous knowledge and partly by attendance upon national rose events or national centers in six different nations with six kinds of money and five kinds of language, not including Irish.

Spain came first. From Paris on the night express for Barcelona one must change cars at the frontier because of a different gauge railroad (as a war protection measure). Wheat harvest was on and poppies bright; buildings brick and roofs of tile but buff and yellow ones and many old with moss that matched. Barcelona was an eye opener—a million people in a well conducted modern city.

Gold Medal for Pedro Dot

My first errand was to carry out a commission for The American Rose Society, which I did by calling first of all upon the Count of Guell, a true Spanish grandee, who, besides being the Marquise of Camillas, is also "Alcalde" or Mayor of Barcelona. He was most gracious, quite promptly agreed to my request and accordingly the next day at noon, in the Royal room of the State House with the aid of America's capable Consul, Mr. Stewart, and before a small audience, His Excellency after responding in fluent English to a little speech of mine turned to Spain's leading rose grower, Pedro Dot. To him, in Spanish, he then presented the gold medal of the American Rose Society bestowed in honor of his new rose, "Mme. Gregoire Staechelin." (It is pleasant to have a good photograph of the event as well as the newspaper reports, including that of the Paris edition of the New York Herald).

Gardens of the King

Of course this paved the way for my business with Mr. Dot, whom I'd never before seen. He treated me royally, providing three different interpreters for different half days. We visited besides (of course) his own extensive trials and Nurseries, both a private rose garden, and (that where I could not photograph) the gardens of the king, to which each year are sent the best of the new roses from seven nations. The last afternoon and evening we drove from the great central open plaza of the city out past the famous university buildings, past the famous bull fight arena, which Pedro Dot had never attended, to the widely advertised Barcelona Exposition. Our guide was Mr. Aldrueu, the superintendent of the grounds. His car made the visit easier.

Park On a Mountain Side

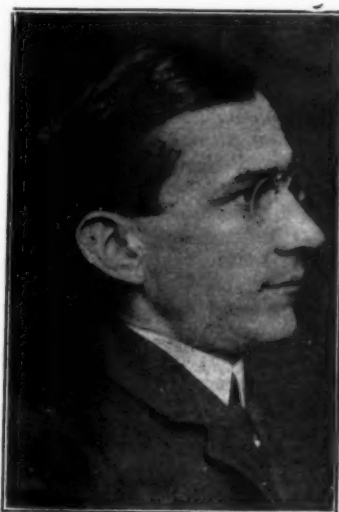
Outstanding in my memory are two things—first, the setting on the side of a mountain, which originally was a great stone quarry from which much of the city was built; later a haven allowed the much abused Jews, from which it takes its name, Montjuich (meaning Mt. of the Jews), and at least ten years ago dedicated and designed by J. C. N. Forestier, of Paris, as a most beautiful park. Great avenues, terraces, mounting one above the other, from each of which as one went higher and higher could be seen the city, its important objects, including the huge column to Columbus and beyond it the harbor on one side and mountains on the other. Open air theatre, Municipal Rose Garden, round which was a wall of arborvitae,

against which were trained blooming roses as tender as Marechal Niel.

The Bagatelle Rose Garden

With Mr. and Mrs. Dot Mr. Pyle went to Grenoble, France.

And then by a Toonerville trolley right in to the foothills, though snow covered, of the French Alps and visited the home and gardens of the originator of the rose, "Mrs. Pierre S. du Pont." He had expected a two-day visit from the entire party and was disappointed to learn that I was due in Paris the next morning. But we all met again the following Monday in the great Municipal



ROBERT PYLE, West Grove, Pa.
Secretary American Rose Society

Rose Garden of Paris—the Bagatelle in the Bois de Boulogne, where 70 new varieties of roses were in the contest from ten nations and 30 judges there to pick the winners. This took from 9 to 12 for inspections and voting and from 12 to 3 for a state luncheon provided by the city of Paris at one of the park's most fashionable restaurants.

My trips from Paris out and back when traced on a map look like a poorly drawn five-pointed star with the ins and outs jaggedly zig-zaged; first, to Spain; second, into the southeastern section of France; next to Belgium for the Centenary at Ghent; again into Luxembourg and Trier; and fifth, to London and back. Returning from London, where I'd gone alone for the big National Rose Shows and a visit to the Trial Gardens at Hayward Heath and reaching Paris Saturday night, I was away again by the 8 train next morning, planning to visit clients in Basancon and Stuttgart, which I did.

As Judge in Germany and Holland

Traveling north into Germany and to Gotha, a thousand year old town, I renewed acquaintances made in 1925 with members and officers of the "Verein Deutsche Rosen Freunde" who were holding their annual meeting and rose show. Wives and daughters participate freely in these events, the latter presenting in the evening a most appropriate and well done drama. Here, I acted as one of the judges as in Paris on the 16th of July and again in The Hague in Holland a week later. It was interesting to compare their different methods and all three with American ways. Germany was the only place where the prizes—not medals or cups—were useful articles for the household, offered by prominent tradesmen, including tableware, household goods and bed

comforts, tokens of the times and thrift in Germany.

Greatest Rose Collection in World

Arriving at Sangerhausen there was left but five hours daylight in which to study the most extensive collection of roses that I've found in any one place on earth, 9000 varieties and 350,000 plants. As usual, the photo I had seen failed utterly to convey a tithe of its completeness and extent. And I prized the opportunity to see and be guided by the very men who had been the principals in its construction and care. Best of all, they, too, are using this wonderful collection for the benefit of the people as well as the industry and if a special rose be lost, here is where it can be found. A small admission is charged beyond which the city seems happy to cover all maintenance cost.

In Holland Mr. Pyle acted as judge at the rose show at The Hague, with German, Belgian and Dutch fellow judges. In the last week of his time abroad Mr. and Mrs. Pyle attended the International Horticultural Congress in London as guests of the Royal Horticultural Society.

AMERICAN ASSOCIATION OF NURSERYMEN

Chas. Sizemore, Louisiana, Mo., Secy.

Secretary Charles Sizemore last month sent the following to members of the American Association of Nurserymen:

At the Minneapolis Convention tremendous applause and approval was accorded the plant patent committee for their successful efforts in having the Plant Patent Law put on the statute books at Washington, D. C. this last spring. From all sources, it appears the Nurserymen believe the Plant Patent Law will be a great boon to the Nursery and horticultural industries throughout the country.

However, in securing the Plant Patent Law it was necessary for the plant patent committee to spend about four months in Washington and, in addition to that, employ two plant patent attorneys as well as get the assistance of other Nurserymen from time to time. The total expenses of securing the Plant Patent Law amounted to \$11,000, which amount has greatly reduced the working balance in our treasury and we find it necessary to replenish this fund.

The executive committee, also the plant patent committee, were of the opinion we should solicit the membership and secure a contribution to help replace this amount, and, in addition to that, call on outside organizations vitally interested in the Plant Patent Law, which we expect to do.

Our object in writing you is to acquaint you with the situation and request that you make your contribution as soon as possible, and in as large an amount as you can spare. We will appreciate your co-operation and believe you will contribute both quickly and handsomely if you are fully aware of all that plant patents mean to you as a Nurseryman.

CHAS. SIZEMORE,
Secy. and Traffic Mgr.

P. S. We have already received two substantial subscriptions; one amounting to \$300 and the other \$200.

COMING EVENTS

Sept. 1930—Arkansas Nurserymen's Ass'n., Fayetteville.

Sept. 3-4—Southwestern Nurserymen's Ass'n., at Baker Hotel, Dallas, Tex.

Sept. 9—Nebraska Nurserymen's Ass'n., at Marshalls Nurseries, Arlington.

Sept. 9-14—Atlantic City Flower and Garden Pageant at Atlantic City Auditorium.

Sept. 10-11—Southern Nurserymen's Ass'n., Norfolk, Va.

Sept. 11—American Rose Society at Atlantic City.

Sept. 20—Kansas Nurserymen's Ass'n., at Kansas Evergreen Nurseries, Manhattan.

Sept. 25-27—Annual convention California Association of Nurserymen, Ontario, Cal.

Government Investigations of Peach Stocks

Reported Upon by L. B. Scott in Charge of U. S. Dept. Agriculture Work at Shafter, California—In Cooperation With the A. A. N.

In his report to the American Association of Nurserymen as to peach stock and Manetti investigations, L. B. Scott, U. S. Dept. Agr., outlined the particular work under his immediate supervision at the 22-acre government testing grounds, Shafter, Cal., planted to intensive Nursery stock and bud selection studies, F. M. Harmon, junior pomologist, of the fruit improvement and bud selection staff is with Mr. Scott in Shafter. The eastern work is mainly at Arlington Farms, Va., directed by G. E. Yerkes, horticulturist with whom is associated Dr. Charles Swingle, assistant pomologist.

Mr. Scott expressed appreciation of fine cooperation on the part of Chairman Henry B. Chase and the members of his committee of the A. A. N. on cooperation with government officials. The other members of this committee are George A. Marshall, John Fraser, Jr., and W. G. McKay.

The combination of Nursery storage and Nursery stock investigations reported by Chairman F. A. Wiggins of the storage committee [A. N. Aug. 15, p. 77] was referred to by Mr. Scott. On the subject of peach stocks he said:

"We have been carrying on investigations with peach stocks at the Shafter station for seven years. We have quite a variety of stocks under observation, not only in the Nursery but in orchard form. These include *Prunus davidiana*, *Prunus hortulana*, and seedlings of Lovell, Muir, Shallil, Indian Blood, Point Loma, Waldo and Luckens. Seedlings of the last two we believe have promise as peach stocks. Waldo is a Peento variety and Luckens a Honey variety.

"I became interested a number of years ago in the possibility of Peento seedlings being more resistant to nematodes than ordinary peach seedlings. This was first called to my attention near Tallahassee, Florida and later substantiated by the experience of Nurserymen at Brawley and La-Manda Park, Cal. At Point Loma, Cal., on the grounds of the Theosophical Institute we found a collection of some thirty Honey and Peento varieties. Through the courtesy of Messrs. Orange and Abbott Clarke who were in charge of the horticultural plantings at the Institute we secured seed of all of these varieties.

"For several years we raised seedlings of these varieties and finally have centered on Waldo and Luckens as being the most promising. I am not a nematode expert but I know this, that seedlings of these two varieties make a stronger growth than Lovell, Elberta or Muir seedlings in the Nursery. We also know that varieties budded on them appear to make a more vigorous growth in the Nursery and also in the orchard.

In our orchard tests we have used special care in selecting our bud-wood so that we do not believe any differences in our orchard trees can be attributed to bud variations. Our oldest stock block was planted in orchard form two years ago as dormant buds. They are bearing fairly heavy crops this year. We are securing individual production records on each tree. We get the increase in growth by measuring both the circumference of the tree each year, and by

weighing the prunings from each tree. Of course, you realize this is a long-time experiment and it will probably take ten or twenty years before final conclusions can be published, but from our work done so far, seedlings of Luckens, Honey and Waldo Peento look particularly promising as peach stocks in the arid or semi-arid western region.

Manetti Investigation

"In cooperation with my associate, G. E. Yerkes, an attempt has been made to find the possible cause for failure of Manetti stocks when grafted under eastern conditions.

"Various styles of plantings have been made at Shafter. It is now felt that the ideal distance is in rows three feet apart and the cuttings spaced an inch apart in the rows. Wood has been taken from Nursery plants, from mother blocks and from cut-back Nursery plants. It is believed that one-year-old Nursery plants give ideal size wood for cuttings.

"Manetti cuttings show a surprising lack of uniformity in callusing and starting into growth. An attempt is being made to mark Manetti plants throughout the growing season and find out at digging time which ones are suitable for grafting.

"Sample lots of forty or fifty in each lot were dug at three or four day intervals this past season and shipped by parcel post to Mr. Yerkes at Arlington Farm, Va. The shipments began in late October and continued into January. The following quotation is from Mr. Yerkes' project report:

The lots dug in October and early November were very slow in starting new roots and a large proportion did not start at all. Even those that made new roots grew slowly and most of them failed in the grafting case. Those dug later in November mostly grew but did not start quickly. Those dug in the last week in November and later not only started in a shorter time after potting, but also gave better stands of grafts and the growth from the scions was more rapid.

"An interesting fact noted was that where all the fine rootlets were esaved and not shortened, the plants after potting started into growth much quicker than when the roots had been pruned in digging.

"Two outstanding factors seem apparent as the result of this preliminary work as possibly explaining the failure of some western Manetti to behave properly when grafted in the East. These factors are:

1. Too early digging, and
2. Shortening of the fine rootlets at digging time.

Employees of the New York Life Insurance Company have formed the Nylic Garden Club which last month made a novel display in the New York City offices of the company.

Dr. F. T. McClean, supervisor of public education at the New York Botanical Gardens, and W. Evans Smith, editor of the Better Lawns & Garden Department of the New York Sunday World, lent active aid and support to the show, as did also several commercial growers.

Fieldhouse Nursery, Dodgeville, Wis., has had marked success in growing strawberries.

Nine Weeks' Tour of Nurseries

Passing through Walla Walla, Wash., on their return from the Minneapolis convention, C. B. and S. A. Miller, of the Milton Nursery Co., Milton, Ore., reported finding the Nursery business throughout the eastern states even better than they had hoped. They made a nine weeks' tour.

C. B. Miller called on the trade from Ohio east to Maine and in eastern Canada, while S. A. Miller covered the Middle West region.

Conditions which have affected many lines of business in the eastern half of the nation apparently did not operate to curtail the Nursery business seriously, C. B. Miller said. Many of his customers reported sales this year equal to or in excess of 1929, although collections in some places were not up to normal. S. A. Miller's territory, the Middle West, was showing more tendency to retrench than did the states farther east.

Mrs. C. B. Miller joined her husband in Cleveland and they made their journey through a portion of the East, and back home in an automobile purchased there. They traveled about 5,600 miles by auto.

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THIS PAGE PRESENTS

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Listing Nursery Concerns Which Specialize in Production of Young Stock
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The American Plant Propagators' Association, Organized in 1919, Will Hold Its Thirteenth Annual Meeting
in Detroit, Mich., July, 1931—H. L. Haupt, Secretary, Hatboro, Pa.

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| Red Pine | 12-15 in. T | 10.00 | 90.00 |
| Mugho Pine | 3-5 in. S | 2.50 | 12.00 |
| White Spruce | 6-8 in. S | 2.00 | 8.00 |
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| Colorado Spruce, from | | | |
| Blue Spruce Seed | 6-8 in. S | 3.50 | 25.00 |

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" " 3-4 "

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" " 3-4 "

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" " 3-4 "

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Atlantic Nursery Co.

BERLIN,

MARYLAND

Establishment of Sweetwater Valley Nurseries

As the Wholesale Branch of the Howell Nurseries, Knoxville, Tenn.—Owen G. Wood and Murray C. McNeil—Retail Department Continues in Knoxville

Incorporation papers were filed Aug. 15 at Sweetwater, Tenn., showing the separation of the wholesale branch of Howell Nurseries from the retail and landscape departments. The new concern will hereafter transact business as Sweetwater Valley Nurseries, Inc., with head offices at Sweetwater, Tenn. Two new members have been admitted to the firm, Owen G. Wood and Murray C. McNeil.

The retail department of the Howell Nurseries in Knoxville will continue as in the past, doing only a retail landscape business.

The development of the wholesale division of Howell Nurseries represents a colorful achievement on the part of the original owners—four Howell brothers, Bruce, Dick, Cole and Carroll, who, with the exception of Carroll, have devoted many years of earnest study to the Nursery business. For years their distribution has covered a national market and has been noted for the wide variety and quality of plants grown, and for the careful, personal attention given all orders. The foundation of the business was laid more than a hundred years ago by the ancestors of the present owners, on the ground now occupied by the retail and landscape departments, Knoxville. Attention was turned to ornamental plants exclusively about 1880. The business was started by Sylvanus S. Howell, father of the present owners, and was conducted by him and Bruce Howell until his death in 1916 when the business was incorporated and the other brothers were taken in. During the next few years the business outgrew the capacities and facilities of the Knoxville acreage and made necessary the purchase of additional land. In 1926 the Reagan and Browder farms of 1000 acres, located in the Sweetwater Valley, were acquired. In January 1927 Bruce Howell transferred to Sweetwater, in charge of the new development.

The incorporation of the Sweetwater Valley Nurseries brings into the firm two young Nurserymen who have had extensive Nursery experience over a wide territory and are recognized by many American Nurserymen—Owen G. Wood, for the last seven

years manager of the Wood-Howell Nurseries, Bristol, and Murray C. McNeil, who learned the business under the able leadership of John S. Armstrong of the Armstrong Nurseries, Ontario, Cal.

Mr. Wood has built an enviable following among the retail trade surroundings and adjacent to Bristol, Va., and has developed one of the most modern retail Nurseries in the entire South. Mr. McNeil for several years traveled the United States as a representative and field man for the California concern, and has since gained added experience in the states of Texas and Alabama.

Readers of the *American Nurseryman* will remember that about three years ago this journal published an aeroplane picture of Mr. McNeil marking the first time Nursery stock was ever transported by plane.

Sweetwater Valley Nurseries, Inc., owns 1,000 acres of land in one of the most fertile valleys of Tennessee. Its property fronts on Lee Highway, U. S. 11, four miles from the town of Sweetwater and approximately midway between Chattanooga and Knoxville. The main line of the Southern Railway divides the property, giving exceptional transportation facilities, as Reagan Station is located about the center of the property with side tracks directly alongside the spacious packing houses. Likewise, motor freight lines serve the property daily.

Since 1927 more than 200 acres have been planted to the newer and better evergreen and deciduous varieties of ornamental Nursery stock representing an investment of nearly one million plants. Future plans contemplate additional plantings as rapidly as possible. Because of the absence of commercial fruit orchards and the fact that the country is new, little or no trouble has been experienced with insect pests or diseases.

"The policy of the new firm primarily will be to conduct a national wholesale business," said one of the proprietors. "Only the best varieties of ornamentals will be grown. However, it is planned to produce those in sufficient quantities to enable clients to place the newest and most select strains within easy reach of every home owner. As has been the policy of the previous owners quality will never be sacrificed for price."

New York Forestry Nurseries

The New York State Conservation Department recently completed the compilation of the output of the state Nurseries for the spring planting season of 1930.

Some remarkable increases are shown in several of the classifications and the total is about 2,250,000 trees in excess of last year's total which broke all records up to that time.

The largest increases are shown in forest plantings on state land and in municipal forests, both of which were directly affected by the so-called Hewitt laws, one of which provides for the purchase and reforestation of abandoned farm lands, and the other gives state aid to counties which plant county forests.

The output of trees is divided under seven general heads, as follows:

| | |
|-----------------------------------|-----------|
| State land | 6,246,151 |
| Municipalities | 6,898,000 |
| Industrials | 803,400 |
| Schools | 175,500 |
| Boy Scouts | 125,000 |
| Miscellaneous organizations | 942,250 |
| Individuals | 7,399,330 |

22,589,630

Included in the municipal forest plantings are 16 county forests started under the Hewitt state aid plan which took 4,515,300 trees. The counties making these plantations were Otsego, Lewis, Oswego, Essex, Chautauqua, Schoharie, Madison, Oneida, Steuben, Montgomery, Cattaraugus and Seneca.

The total number of municipal reforestation projects supplied with trees this spring was 191, which included 155 city, village, town and county forests, 44 city school forests and 32 school district forests.

Miscellaneous organizations made 149 plantations of which 31 were made by fish and game clubs, 7 by Izaak Walton League chapters, 4 by Rotary, Kiwanis and Lions Club, 11 by golf clubs, 3 by American Legion posts, 4 by United States Army posts, 5 on fair grounds, and others by Girl Scouts, cemeteries, Y. M. C. A.'s, Y. W. C. A.'s etc.

There were 2,623 orders sent in by individuals who, as has been the case of the past several years, formed the largest single group of planters.

State institutions planted 275,000 trees, the largest plantation being made at Clinton prison, the next at Craig Colony, and the third at Gowanda State Hospital.

Fifteen state institutions made forest plantations.

There were planted in state parks 704,500 trees, the largest planting being made by the Taconic State Park Commission, the next by the Allegany State Park Commission, and the third by the Central New York Park Commission.

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AMERICAN NURSERYMAN

Chief Exponent of the Nursery Trade

Thornless Rose and Bush In One Year's Time

Objects of Research Work by L. B. Scott, U. S. D. A. at Federal Government Station, Shafter, Cal.—Report to Nurserymen's Conventions

Following are the conclusions reached in work with roses at the Shafter, Cal., testing station, as reported by L. B. Scott, U. S. D. A. at the Pacific Coast Association of Nurserymen convention:

"All the varieties are making a good growth on Manetti and odorata, but are producing the stronger wood growth, and also the more blooms, on odorata. On Ragged Robin, the same varieties are not making so strong a growth as on the other two and do not produce so many flowers throughout the season. Paul's Scarlet Climber has a marked dwarfing effect, and all the varieties on this stock are exceedingly shy bearers. In addition, this year, during May and June, there was an extremely peculiar bright green condition of the foliage of all varieties on this stock. Apparently, Paul's Scarlet Climber is not a congenial stock for the hybrid tea roses that we have tested. With my opinion based on two and a half years' observation for conditions at Shafter, I should say that, of the stocks tested, odorata ranks first as the stock for garden roses, Manetti second, Ragged Robin third and Paul's Scarlet Climber fourth.

Seeking Thornless Strain

"We are particularly interested in a thornless strain of multiflora japonica which has been developed at the Shafter station. Several years ago three seedlings of multiflora japonica appeared from a shipment of seed received from Arlington farm and traced back to the plants grown there for seed production. The three plants were thornless. They were planted and later propagations were made from each one.

"The one which we have designated Shafter No. 3 looks especially promising. Cut-

tings of it root easily. It starts into growth as soon as odorata, is easy to bud and appears to be exceedingly vigorous. Small distributions have been made to a number of Nurserymen and florists on the Pacific coast.

Strong Bush in One Year's Time

"The production of a strong, grade-one rosebush in one year's time has long been desired by Nurserymen. Budding in the canes as practiced at the Shafter station seems to offer one way of producing such plants. Buds are inserted in canes in the mother blocks in October and November. The buds unite, the canes are made up into cuttings each containing a varietal bud and these budded cuttings are planted about December 1. They are handled just the same as hardwood cuttings and the finished plant is dug the following December."

Amawalk Nurseries, near Poughkeepsie, N. Y., were visited last month by a group of members of the Garden Club of Peekskill. Under the guidance of Erie Hodge the party inspected the methods used in handling large trees and other features of operations on the 1100 acres.

Invitation was given to visit the Nurseries later, probably during September, when a four reel Fox Film will be shown which presents the steps incident to tree removal.

"When learning that on an average twenty-five trees are shipped daily," said a local newspaper, "that two railway spurs are necessary, nineteen autos in use, and calls coming from all over the world for the Amawalk trees—China has sent for 150 catalogs this year—we gathered some idea of

the amazing work that is being forwarded within a twenty minute auto ride from Peekskill."

In Southeastern Nurseries

Editor American Nurseryman:

In regard to drought effects the Southeast appears to be a favored location this season. In this immediate section we have not suffered for lack of rain as the Nurserymen have in many other sections. We have had sufficient rain to keep our stock in good condition. In the eastern part of this state crops are better than they have been for many years. About 50 to 75 miles west of here the drought area begins, but even the western part of the state has had some rainfall although it has been very light and not nearly so plentiful as rainfall in the Piedmont and eastern sections.

All the state of South Carolina has had ample rainfall, also southern Georgia, southern Alabama and Florida. The rainfall in Tennessee for July according to report is 25% of a normal July rainfall. Kentucky is 30% and Virginia 43%.

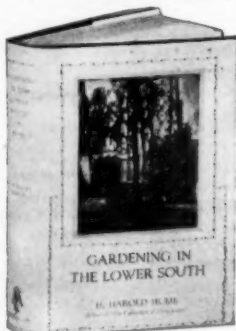
SOUTHERN NURSERYMEN'S ASSN.

W. C. Daniels, Secy.-Treas.

Elmwood Nurseries, owned and operated by J. B. Watkins and his three sons, is located two and a half miles from Midlothian station and within sixteen miles of Richmond. These Nurseries have been recognized throughout the state as among the best in the South. Mr. Watkins began the study of trees and plants when a boy on the farm of his father, Benjamin C. Watkins, a prominent planter in North Carolina.

The AMERICAN NURSERYMAN is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

A Complete Guide Now GARDENING in the LOWER SOUTH By H. Harold Hume



Most books on gardening deal with conditions as they exist in the North. Climate, growing conditions, kinds and varieties of plants in the lower South differ widely from other parts of the country. The author has had long practical experience as gardener and Nurseryman in the territory of which he writes. This book is of peculiar interest; pp. 453; indexed; illustrated. Sent postpaid for \$5.00 by AMERICAN FRUITS PUBG. CO., P. O. Box 124, Rochester, N. Y.

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Forms close: 10th and 25th.

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Nursery Trade Bulletin

Mr. and Mrs. J. B. Baker, Baker Brothers Nursery, Fort Worth, Tex., are in Honolulu, planning to return the middle of this month.

McKay Nursery Co., Madison, Wis., donated large numbers of shrubs to ornament the Burr Jones Athletic Field in Madison and the Primate House, Vilas Park.

Northern Nut Growers Association Annual convention will be held in Cedar Rapids, Ia., Sept. 17-19. Prof. A. S. Colby, of the horticultural department, University of Illinois, is secretary.

Mid-West Horticultural Exposition—Shenandoah, Ia., Nov. 11-16, includes the 13 middle western states. R. S. Herrick, secretary Iowa Horticultural Society, State House, Des Moines, Ia., is in charge of exhibits.

New Raspberries—Stanley Johnston, South Haven Experiment Station, Michigan Agricultural College, reports that the Viking red raspberry and the New Logan black raspberry have proven to be the best varieties tested in Michigan during recent years.

Alkali Resisting Stock—F. R. Roe, Palsade, Colo., inquires as to peach pits fit for Nurserymen's use and especially in regard to a Chinese seedling pit that produces an alkali-resisting stock.

Silva-Bergthodt Co., Newcastle, Cal., refers the inquirer to Manshu Nosan Shokal, Inc., 9 Kodamacho, Dai ren, South Manchuria.

Miniature Golf Planting—Baker Brothers Nursery, Fort Worth, Tex., report that an exceptional amount of planting has resulted from the miniature golf enthusiasm, some of the courses requiring service and material to the value of \$300 to \$400. The concern is building another propagating house, 32 x 100 ft. Two others are full of rooted

evergreen cuttings, 300,000 to the house. A branch plant is to be established at Midland. There is one at Lubbock.

Small Fruits in the Northwest—In his address at the A. A. N. convention in Minneapolis, O. S. Powell, statistician of the Federal Reserve Bank, said: "From a layman's standpoint, it would seem that one of the most interesting developments in the last 39 years to the Nurseryman has been the adaptation of varieties of small fruits to the climate and market of the Northwest. In this connection, the fruit breeding farm of the University of Minnesota has done outstanding work which has doubtless been followed closely by your association."

French Nurseries Receivership

Receiver of the French Nurseries, Inc., Clyde, O., Philip L. Byers, reported assets \$138,914.11; liabilities \$78,405.20 and filed a motion for authority to conduct the business as a going concern, in the interest of creditors; to fill pending orders estimated at \$24,000 and maintain the sales force, issuing certificates of \$2,500 for this purpose. The court granted the motion. The appraisers are Harold Pickett, Harry S. Day and E. A. Meeker. Accounts payable were listed in the report of the receiver as \$62,138.11 and accounts receivable at \$35,762.61.

Tree Setting Vs. Tree Sitting

North Carolina 4-H club boys and girls, nearly 1,000 in number, attending the annual short course at North Carolina State College, were advised by Gov. O. Max Gardner in a brief speech last month to "do something constructive for North Carolina, set out trees instead of sitting in them."

Through a Supreme Court order Rochester Nurseries, Inc., Rochester, N. Y., was restrained from using its trade name for the reason that Chase Bros. Co., Rochester, N. Y., has been using "The Rochester Nurseries" in connection with its corporate name continuously since 1911.

Are you preserving your copies of the AMERICAN NURSERYMAN? They are of unequalled historic value.

Drought in Shenandoah Valley

B. G. Pratt, New York City, last month received a letter from a well to do farmer in Jefferson County, W. Va., at the head of the famous Shenandoah Valley, who until the drought occurred had reason to expect an apple crop of the value of \$10,000 to \$12,000. This farmer says:

"The terrible drought continues. It is much cooler—it is cold at night—but no rain and everything is like a desert, no grass, no corn, hay or feed of any kind, and you can't sell cattle for three cents a pound. The orchard with the apples burning up smells like an evaporator (where dried apples are made).

"I tried watering, but have no water. The paper says a child can walk across the Potomac River below Shepardstown, and cars are driving across the Shenandoah. We are facing a most serious situation. I will have to get rid of my stock and borrow against the years that are gone to live until spring. The Delicious (apple) crop is 90 per cent gone, with no rain yet in sight."

Lime Roses Wisely But Not Too Well

Recently Dr. William Crocker of the Boyce Thompson Institute for Plant Research, found a rose-grower of the Middle West who was losing about half of his roses from chlorosis (yellowing of the leaves), and stunted growth. The soil had been very carefully limed and tested to make sure that it was neutral or alkaline. (This means a pH value of 7 or more to the chemist). It was suggested that the soil was too alkaline, with the side result that the iron was rendered unavailable. The roses, like humans under similar conditions, were anemic, lacking their iron ration. The greenhouse grower did not take very kindly to the suggestion, having gone to great lengths to produce technically perfect, tested alkalinity of the soil.

Roses should be limed with precaution. Even a little too much of a good thing may be fatal, and the chlorophyll cannot be formed unless iron is available, which it will not be in an alkaline soil. Here is a practical point for both the amateur gardener and the greenhouse man, controlling the condition accurately by test.

Memphis and Shelby County, Tenn., Nurserymen have formed an association to aid in developing local properties. John F. Highberger, Memphis architect, is chairman; Arthur Murray, secretary.

DIRECTORY OF NURSERY TRADE ASSOCIATIONS OF AMERICA

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo. 1931: Detroit, Mich.

Alabama Nurserymen's Association—H. A. Pauly, Secy., Birmingham.

Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville, 1930: Sept. at Fayetteville.

California Assn. of Nurserymen—Henry W. Kruckeberg, 340 S. San Pedro St., Los Angeles, Cal. Sept. 26-28, 1930, Fresno.

Connecticut Nurserymen's Association—A. E. St. John, Secy., Manchester.

Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Wel land, Ontario.

Eastern Nurserymen's Association—H. Lloyd Haupt, Secy., Hatboro, Pa.

Fruit and Flower Club of Western New York—Charles M. Henlon, Mercantile Bldg., Rochester, N. Y.

Illinois Nurserymen's Association—Miles Bryant, Secy., Princeton, Ill.

Iowa Nurserymen's Association—Harold J. Parnham, secy., Capitol City Nurs., Des Moines.

Kansas Nurserymen's Association—W. R. Martin, Secy., Wathena.

Kentucky Nurserymen's Association—Alvin Kidwell, Secy., St. Matthews.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., West Newbury.

Michigan Association of Nurserymen—Mack Newkirk, secy., Monroe.

Minnesota Nurserymen's Association—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.

Mississippi Nurserymen's Association—M. B. Allen, Lilydale Nursery, Long Beach.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.

Nebraska Nurserymen's Association—Ernst Herminghaus, Secy., Lincoln.

New England Nurserymen's Association—W. N. Craig, Secy., Weymouth, Mass.

New Jersey Association of Nurserymen—Fred D. Osman, secy., New Brunswick. Feb. 1931: Newark.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester.

Northern Retail Nurserymen's Association—C. H. Andrews, secy., Faribault, Minn.

Ohio Nurserymen's Association—G. Walter Burwell, secy., Columbus.

Oklahoma Nurserymen's Association—Mrs. W. E. Rey, 2645 W. 13th St., Okla. City.

Pacific Coast Association of Nurserymen—C. A. Tonneson, Secy., Burton, Wash. 1931: Tacoma, Wash.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rocky Mountain Nurserymen's Assn.—Chas. C. Wilmore, Secy., Box 383, Denver.

Rhode Island Nurserymen's Association—Chas. Kempenaar, Portsmouth.

Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.

South Dakota Nurserymen's Association—J. B. Taylor, secy., Ipswich.

Southeastern Nurserymen's Ass'n.—Otto Buseck, Sec'y., Asheville, N. C.

Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, secy., Irvington.

Southern California Nurserymen's Ass'n.—L. B. Merrick, Secy., Whittier, Cal. Hold monthly meetings.

Southern Nurserymen's Association—W. C. Daniels, Secy., Pomona, N. C. Sept. 19 11, 1930; Norfolk, Va.

South Texas Nurserymen's Ass'n.—R. H. Bushway, Secy., 304 McGowen Ave., Houston.

Southwestern Nurserymen's Association—Mrs. Thomas B. Foster, Secy., Denton, Tex. Sept. 3-4, Baker Hotel, Dallas, Tex.

Tennessee Nurserymen's Association—Prof. M. G. Bentley, sec'y., Knoxville.

Twin City Nurserymen's Association—J. Juel, secy., Hoyt Nurs., St. Paul, Minn.

Western Association of Nurserymen—George W. Holsinger, Secy., Rosedale, Kan.

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SEED CROP REPORT

Jul. Stainer, seedsman, Wiener-Neustadt, Austria, reports as follows concerning seed crops under his observation and care:

"While the winter 1928-29 distinguished itself by extraordinarily severe cold, the last winter was particularly mild. Many trees and shrubs in the forest, orchard and ornamental garden died immediately after the cold winter, but many others lived a year and perished last spring from the after-effects of the severe cold. This is the case especially with the fruit trees, so that the crops which in themselves would have been quite good, will be much shorter than expected at first. But one good part has there been also in the great dying of the trees. It is sure that those trees which weathered the frost and continue to produce fruits, are of best quality.

"In particular we would observe the following about the present crop in comparison with the last year's crop:

Fruit Tree Seeds

Myrabolan—Middle crop. As last year all stocks were exhausted, it is sure that this autumn only new stones of high germinative faculty can be furnished.

Prunus Mahaleb—The crop is not short, but by far smaller than last year. In consideration of America's brisk demand for this seed, owing to the plant quarantine which will come into force next year, we recommend you, if a larger quantity of first class *Prunus Mahaleb* clean stones is wanted to order as early as possible, eventually to cable order.

Austrian Wild Apple—Crop somewhat better than last year, but not at all a rich crop.

Austrian Wild Pear—Nearly no crop, as contrasted with the last year's crop which yielded more pears than apples. Last year we could observe in our own Nurseries in Hungary that nearly all wild stocks grown from Austrian wild seeds got through the severe cold very well, while stocks grown from French seed perished without exception. It was seen again that the Austrian wild fruit tree seeds in comparison with the French seeds, gained from over-cultivated grafted trees, give much better results.

Prunus (Cerasus) avium—Normal crop. **Prunus avium sylvestris**—The true wild cherry has a better crop than last year, but the yield will not cover requirements. The true wild cherry is today in vogue and every Nurseryman should grow of this item as much as possible.

Rosa canina—There will be a good crop of good quality.

Deciduous Plants

Mr. Stainer's report on seeds of deciduous trees and shrubs shows that there has been a fair to good crop with these exceptions: *Betula alba* has suffered from frosts, shortening the crop; *Fagus sylvatica* showed blossoms but extreme drought in early summer destroyed the greater part. The crop of *Syringa* is by far smaller than last year's. There are quite good crops of *Tilia* varieties, but dryness can still do harm before harvesting.

Evergreens

Abies pectinata—And all European varieties suffer still from the after-effects of the frosts and produce but little seed. Larger requirements should be secured early.

Cedrus deodara—After the short crop of the last year, this year again there is no larger crop to be expected. It will be advisable to order requirements of this seed as early as possible.

Cedrus atlantica and **Libani**—There will be little as last year, but more as of *Cedrus deodara*.

Larix leptolepis, Japanese Larch—After three years of crop failure, this year there will be finally a crop. The demand for this seed which was not to be obtained for so long a time, will be very brisk and we recommend to order at once, before the stocks are sold out.

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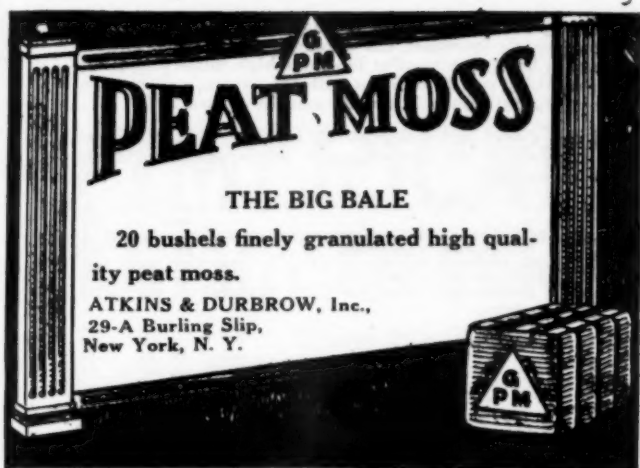
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| | | Each | Each | Each | Each | Each | Each |
|--|-----------------|------|------|------|------|------|------|
| | | 100 | 1000 | 100 | 1000 | 100 | 1000 |
| ABIES | | | | | | | |
| Balsamea | 6-8 " xx .04 | | | | | | |
| Balsamea | 8-10" xx .08 | | | | | | |
| Concolor | 4-6 " x .08 | | | | | | |
| Concolor | 6-8 " xx .20 | | | | | | |
| CEDRUS | | | | | | | |
| Deodara | 8-10" x .06 | | | | | | |
| JUNIPERUS | | | | | | | |
| Chinensis | 6-8 " o .05 | | | | | | |
| Chinensis | 8-10" xx .12 | | | | | | |
| Chinensis | 10-12" xx .16 | | | | | | |
| Chinensis | 12-18" xx .20 | | | | | | |
| Chinensis pfitzeriana | 4-6 " x .13 | | | | | | |
| Chinensis pfitzeriana | 8-10" xx .17 | | | | | | |
| Chinensis pfitzeriana | 10-12" xx .22 | | | | | | |
| Chinensis pfitzeriana | 12-18" xx .55 | | | | | | |
| Communis depressa | 6-8 " o .04 | | | | | | |
| Communis depressa | 8-10" xx .15 | | | | | | |
| Communis depressa | 10-12" xx .20 | | | | | | |
| Communis depressa aurea | 6-8 " xx .20 | | | | | | |
| Communis depressa aurea | 8-10" xx .35 | | | | | | |
| Communis depressa plumosa | 6-8 " x .15 | | | | | | |
| Communis depressa plumosa | 8-10" xx .20 | | | | | | |
| Communis hibernica | 10-12" xx .13 | | | | | | |
| Communis hibernica | 12-18" xx .15 | | | | | | |
| Excelsa stricta | 6-8 " xx .15 | | | | | | |
| Excelsa stricta | 8-10" xx .30 | | | | | | |
| Horizontalis douglasii | 6-8 " xx .15 | | | | | | |
| Horizontalis douglasii | 8-10" xx .24 | | | | | | |
| Japonica | 6-8 " xx .20 | | | | | | |
| Japonica | 8-10" xx .25 | | | | | | |
| Sabina | 6-8 " xx .15 | | | | | | |
| Sabina | 8-10" xx .20 | | | | | | |
| Sabina horizontalis | 6-8 " xx .20 | | | | | | |
| Sabina horizontalis | 8-10" xx .25 | | | | | | |
| Sabina von ehron | 8-10" xx .35 | | | | | | |
| Scopulorum | 8-10" xx .20 | | | | | | |
| Scopulorum | 10-12" xx .25 | | | | | | |
| Virginiana | 10-12" xx .20 | | | | | | |
| Virginiana | 12-18" xx .30 | | | | | | |
| Virginiana cannarti | 12-18" xx .75 | | | | | | |
| Virginiana glauca | 12-18" xx .75 | | | | | | |
| Virginiana kosteri horizontalis | 8-10" xx .25 | | | | | | |
| Virginiana pyramidalis | 6-8 " xx .20 | | | | | | |
| Virginiana pyramidalis | 12-18" xx .75 | | | | | | |
| PICEA | | | | | | | |
| Canadensis | 8-10" xx .06 | | | | | | |
| Canadensis | 10-12" xx .07 | | | | | | |
| Canadensis | 12-18" xx .10 | | | | | | |
| Canadensis | 18-24" xx .22 | | | | | | |
| Canadensis albertiana | 6-8 " xx .08 | | | | | | |
| Canadensis albertiana | 8-10" xx .10 | | | | | | |
| Canadensis albertiana | 10-12" xx .18 | | | | | | |
| Excelsa | 6-8 " x .05 | | | | | | |
| Excelsa | 8-10 " x .06 | | | | | | |
| Excelsa | 10-12" x .08 | | | | | | |
| Excelsa | 12-18" xx .12 | | | | | | |
| Excelsa | 18-24" xx .16 | | | | | | |
| Pungens | 8-10" xx .13 | | | | | | |
| Pungens | 10-12" xx .15 | | | | | | |
| PINUS | | | | | | | |
| Mughus | 6-8 " xx .09 | | | | | | |
| Mughus | 8-10" xx .20 | | | | | | |
| Montana | 8-10" xx .11 | | | | | | |
| Nigra | 8-10" xx .09 | | | | | | |
| Nigra | 10-12" x .12 | | | | | | |
| Nigra | 12-18" xx .25 | | | | | | |
| Nigra | 18-24" xx .30 | | | | | | |
| Ponderosa scopulorum | 6-8 " x .06 | | | | | | |
| Strobus | 10-12" xx .15 | | | | | | |
| Strobus | 12-18" xx .20 | | | | | | |
| Sylvestris | 8-10" xx .06 | | | | | | |
| Sylvestris | 12-18" xx .20 | | | | | | |
| PSEUDOTSUGA | | | | | | | |
| Douglasii | 8-10" xx .09 | | | | | | |
| Douglasii | 10-12" xx .12 | | | | | | |
| Douglasii | 12-18" xx .17 | | | | | | |
| Douglasii | 18-24" xx .25 | | | | | | |
| TAXUS | | | | | | | |
| Cuspidata | 4-6 " x .15 | | | | | | |
| Cuspidata | 6-8 " xx .25 | | | | | | |
| Cuspidata nana | 6-8 " xx .30 | | | | | | |
| THUYA | | | | | | | |
| Occidentalis | 6-8 " xx .06 | | | | | | |
| Occidentalis | 10-12" xx .08 | | | | | | |
| Occidentalis | 12-18" xx .10 | | | | | | |
| Occidentalis | 18-24" xx .20 | | | | | | |
| Occidentalis | 2-3 ' xx .27 | | | | | | |
| Occidentalis douglasii pyramidalis | 10-12" xx .15 | | | | | | |
| Occidentalis douglasii pyramidalis | 6-8 " xx .15 | | | | | | |
| Occidentalis douglasii pyramidalis | 8-10" xx .20 | | | | | | |
| Occidentalis Little Gem | 6-8 " xx .25 | | | | | | |
| Occidentalis lutea | 8-10" xx .18 | | | | | | |
| Occidentalis pyramidalis | 8-10" xx .12 | | | | | | |
| Occidentalis pyramidalis | 10-12" xx .14 | | | | | | |
| Occidentalis pyramidalis | 12-18" xx .30 | | | | | | |
| Occidentalis pyramidalis | 18-24" xx .35 | | | | | | |
| Occidentalis pyramidalis | 2-2 1/2' xx .55 | | | | | | |
| Occidentalis rosenthalii | | | | | | | |
| Occidentalis rosenthalii | 6-8 " xx .15 | | | | | | |
| Occidentalis rosenthalii | 8-10" xx .17 | | | | | | |
| Occidentalis wareana | 8-10" xx .13 | | | | | | |
| Occidentalis woodwardi | 8-10" xx .15 | | | | | | |
| Occidentalis woodwardi | 10-12" xx .35 | | | | | | |
| TSUGA | | | | | | | |
| Canadensis | 4-6 " xx .05 | | | | | | |
| Canadensis | 6-8 " xx .08 | | | | | | |
| Canadensis | 8-10" xx .15 | | | | | | |
| Canadensis | 10-12" xx .25 | | | | | | |
| Canadensis | 12-18" xx .40 | | | | | | |
| Canadensis | 18-24" xx .50 | | | | | | |
| BIOTA | | | | | | | |
| Orientalis bonita | 6-8 " xx .06 | | | | | | |
| Orientalis compacta | 6-8 " xx .06 | | | | | | |
| Orientalis conspicua aurea | 6-8 " xx .12 | | | | | | |
| Orientalis pyramidalis | 6-8 " xx .06 | | | | | | |
| EVERGREEN GRAFTS | | | | | | | |
| JUNIPERUS | | | | | | | |
| Chinensis albovariegata | 1 yr. .40 | | | | | | |
| Chinensis pyramidalis blue | 1 yr. .40 | | | | | | |
| Chinensis pyramidalis green | 1 yr. .35 | | | | | | |
| Chinensis sargentii blue | 1 yr. .40 | | | | | | |
| Chinensis sargentii green | 1 yr. .40 | | | | | | |
| Communis depressa, vase shaped | 1 yr. .50 | | | | | | |
| Communis depressa aurea | 1 yr. .40 | | | | | | |
| Communis depressa prostrata | 1 yr. .40 | | | | | | |
| Horizontalis douglasii | 1 yr. .40 | | | | | | |
| Japonica | 1 yr. .40 | | | | | | |
| Sabina horizontalis | 1 yr. .40 | | | | | | |
| Sabina von ehron | 1 yr. .50 | | | | | | |
| Moonlight Juniper | 1 yr. .60 | | | | | | |
| Hill's Silver Juniper | 1 yr. .60 | | | | | | |
| Squamata meyeri | 1 yr. .60 | | | | | | |
| Virginiana cannarti | 1 yr. .40 | | | | | | |
| Virginiana elegantissima | 1 yr. .45 | | | | | | |
| Virginiana glauca | 1 yr. .40 | | | | | | |
| Virginiana pyramidiformis hilli | 1 yr. .60 | | | | | | |
| Virginiana schottii | 1 yr. .40 | | | | | | |
| PICEA | | | | | | | |
| Pungens kosteri | 1 yr. .75 | | | | | | |
| A FEW LEADERS IN BALLED AND BURLAPPED SIZES | | | | | | | |
| ABIES | | | | | | | |
| Concolor | 1-1 1/2' xx B&B | | | | | | |
| JUNIPERUS | | | | | | | |
| Chinensis | 1-1 1/2' xx B&B | | | | | | |
| Chinensis pfitzeriana | 1-1 1/2' xx B&B | | | | | | |
| Chinensis pfitzeriana | 1-1 1/2' xx B&B | | | | | | |
| Chinensis pyramidalis blue | 1-1 1/2' xx B&B | | | | | | |
| Chinensis pyramidalis blue | 2-2 1/2' xx B&B | | | | | | |
| Chinensis pyramidalis green | 1-1 1/2' xx B&B | | | | | | |
| Chinensis sargentii green | 1-1 1/2' xx B&B | | | | | | |
| Chinensis sargentii green | 1-1 1/2' xx B&B | | | | | | |
| Communis depressa | 1-1 1/2' xx B&B | | | | | | |
| Communis depressa aurea | 1-1 1/2' xx B&B | | | | | | |
| Communis depressa plumosa | 1-1 1/2' xx B&B | | | | | | |
| Communis depressa plumosa | 1-1 1/2' xx B&B | | | | | | |
| Communis hibernica | 1-1 1/2' xx B&B | | | | | | |
| Communis suecica | 1-1 1/2' xx B&B | | | | | | |
| Excelsa stricta | 1-1 1/2' xx B&B | | | | | | |
| Excelsa stricta | 1-1 1/2' xx B&B | | | | | | |
| Japonica | 1-1 1/2' xx B&B | | | | | | |
| Sabina | 1-1 1/2' xx B&B | | | | | | |
| Sabina horizontalis | 1-1 1/2' xx B&B | | | | | | |
| Sabina von ehron | 1-1 1/2' xx B&B | | | | | | |
| Hill's Silver Juniper | 1-1 1/2' xx B&B | | | | | | |
| Squamata meyeri | 1-1 1/2' xx B&B | | | | | | |
| Virginiana | 1-1 1/2' xx B&B | | | | | | |
| Virginiana cannarti | 1-1 1/2' xx B&B | | | | | | |
| Virginiana elegantissima | 1-1 1/2' xx B&B | | | | | | |
| Virginiana glauca | 1-1 1/2' xx B&B | | | | | | |
| Virginiana pyramidiformis hilli | 1-1 1/2' xx B&B | | | | | | |
| PICEA | | | | | | | |
| Canadensis | 1-1 1/2' xx B&B | | | | | | |
| Canadensis albertiana | 1-1 1/2' xx B&B | | | | | | |
| PINUS | | | | | | | |
| Mughus | 10-12" xx B&B | | | | | | |
| Mughus | 12x12" xx B&B | | | | | | |
| Sylvestris | 1-1 1/2' xx B&B | | | | | | |
| PSEUDOTSUGA | | | | | | | |
| Douglasii | 1-1 1/2' xx B&B | | | | | | |
| TAXUS | | | | | | | |
| Cuspidata | 1-1 1/2' xx B&B | | | | | | |
| THUYA | | | | | | | |
| Occidentalis | 1-1 1/2' xx B&B | | | | | | |
| Occidentalis | 2-3 ' xx B&B | | | | | | |
| Occidentalis pyramidalis | 1-1 1/2' xx B&B | | | | | | |
| Occidentalis pyramidalis | 2-2 1/2' xx B&B | | | | | | |
| Occidentalis woodwardi | 12x12" xx B&B | | | | | | |
| TSUGA | | | | | | | |
| Canadensis | 1-1 1/2' xx B&B | | | | | | |
| Canadensis | 2-2 1/2' xx B&B | | | | | | |

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